

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 AGR-10 INT-05 FTC-01

AID-05 CIAE-00 FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00

XMB-04 OPIC-06 SP-02 CIEP-02 LAB-04 SIL-01 OMB-01

STR-04 FPC-01 FEA-01 /090 W
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R 250827Z JUL 75

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 3622

INFO AMCONSUL ZAGREB UNN

UNCLAS SECTION 1 OF 2 BELGRADE 3859

E.O. 11652: N/A

TAGS: BEXP YO

SUBJECT: YUGOSLAV BUYER VISIT TO U.S.

SUMMARY: GOVERNMENT SPONSORED DELEGATION FROM VOJVODINA PLANS IMPORTANT BUYING VISIT TO U.S. THIS FALL. INDUSTRIES REPRESENTED INCLUDE AGRIBUSINESS, FOOD PROCESSING, PETROLEUM, CHEMICALS, AND TEXTILES. VISIT OFFERS U.S. FIRMS MAJOR OPPORTUNITIES IN SALE OF EQUIPMENT AND TECHNOLOGY AS WELL AS JOINT VENTURE AND OTHER COOPERATION POSSIBILITIES. REQUEST PREPARATIONS BE BEGUN FOR VISIT OF THIS IMPORTANT BUYERS' GROUP. END SUMMARY.

1. VOJVODINA CHAMBER OF ECONOMY HAS NOTIFIED EMBASSY OF PLANNED VISIT BY BUSINESS DELEGATION THIS FALL. CHAMBER-ORGANIZED DELEGATION TO BE COMPOSED OF GOVERNMENT OFFICIALS AND EXECUTIVES OF MAJOR ENTERPRISES IN PROVINCE OF VOJVODINA. OBJECTIVE OF VISIT IS PURCHASE OF U.S. EQUIPMENT AND TECHNOLOGY, AND EXPLORATION OF JOINT VENTURES AND OTHER COOPERATION IN PLANNED MAJOR PROJECTS.

2. DELEGATION PLANS TO VISIT U.S. AT END OF SEPTEMBER FOR STAY OF AT LEAST ONE WEEK. TIMING IS FLEXIBLE AND THEY ARE WILLING TO POSTPONE UNTIL MID OCTOBER TO PROVIDE ADDITIONAL TIME FOR
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ARRANGEMENTS.

3. ALTHOUGH DELEGATION FORESEES ARRIVAL AND INITIAL MEETINGS AS GROUP, FURTHER PLANS ARE OPEN. MEMBERS UNDERSTAND NEED FOR AND DESIRABILITY OF SEPARATE MEETINGS AND ADDITIONAL TRAVEL FOR SESSIONS WITH INDIVIDUAL U.S. FIRMS AND ORGANIZATIONS.

4. VOJVODINA CHAMBER HAS PROVIDED PRELIMINARY INFORMATION ABOUT DELEGATION. FOLLOWING LIST OF MEMBERS INCLUDES COMPANY NAME, TYPE OF ACTIVITY, OBJECTIVE OF VISIT AND U.S. CONTACTS SUGGESTED BY FIRM:

(A: ACTIVITY; B: INTEREST; C:U.S. CONTACTS (WHEN AVAILABLE)
DUNAV-TISA-DUNAV, NOVI SAD

A. WATER REGULATION AND AGRICULTURAL PRODUCTION ENTERPRISE

B: CREDITS FOR IRRIGATION; EXPANSION OF EXISTING FRUIT AND VEGETABLE PROCESSING PLANTS, AND COLD STORAGE PLANTS.

PIK SIRMIMUM, SREMSKA MITROVICA

A: AGRICULTURAL PRODUCTION AND FOOD PROCESSING ENTERPRISE

B: EXPANSION OF EXISTING AND BUILDING OF NEW CORN PROCESSING PLANTS (TECHNOLOGY AND IMPORT OF EQUIPMENT ON CREDIT)

PIK BECEJ, BECEJ

A: AGRICULTURAL PRODUCTION AND FOOD PROCESSING ENTERPRISE

B: NEW SOYA PROCESSING PLANT OF 100,000 TONS CAPACITY (TECHNOLOGY AND EQUIPMENT ON CREDIT). JOINT VENTURE ALSO ACCEPTABLE.

POSLOVNO UDRUZENJE KOPRODUKT, NOVI SAD

A: BUSINESS ASSOCIATION OF MEAT PRODUCERS

B: BUILDING A FACTORY OF SYNTHETIC CASINGS FOR MEAT INDUSTRY (LICENSE OR JOINT VENTURE), FINANCIAL ARRANGEMENTS WILL UNCLASSIFIED

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PROBABLY INCLUDE WORLD BANK. FEASIBILITY STUDY NOT YET DONE - SEEKING A U.S. PARTNER.

C: NO CONTACT ESTABLISHED IN THE U.S., BUT KOPRODUKT WOULD LIKE TO GET IN TOUCH WITH "TEE-PAK" PRODUCER, OR ANY OTHER U.S. COMPANY.

FABRIKA KOZE ETERNA, KULA

A: LEATHER FACTORY

B: TO BUILD NEW PLANT FOR PRODUCTION OF GELATIN AND PROCESSING OF WASTE IN LEATHER PRODUCTION (40 TONS PER DAY). LICENSE, CREDIT, JOINT VENTURE.

RAFINERIJA NAFTE, NOVI SAD

A: REFINERY

B: INTERESTED IN PARAFIN PRODUCTION WITH SOFTENERS, PLASTIFIERS, ALCOHOLS, FATTY ACIDS AND PROTEINS. ANOTHER PROJECT INVOLVES PROCESSING NAPHTHA ACIDS, PROCESSING BITUMEN WITH CAOUTCHOUC AND RUBBER, PROCESSING OF BITUMEN WITH ORGANIC POLYMERS.

C: WOULD LIKE CONTACTS ON PARAFIN WITH TEXACO, AMOCO, EXXON, AND SHELL. CONTACTS FOR NAPHTHA ACIDS AND BITUMEN SHOULD BE BASED ON JOINT INTEREST IN TECHNOLOGY, FINANCING AND COMMERCIAL MARKETING.

RAFINERIJA NAFTE, PANCEVO

A: GASOLINE AND LIQUIFIED GAS PRODUCTION

B: LICENSE AND EQUIPMENT ON CREDIT FOR PRODUCTION OF GASOLINE, LIQUIFIED GAS, SPECIAL BENZENE, WHITE SPIRIT, FUEL OILS, BITUMEN, AND SIMILAR PRODUCTS.

TRIKOPRED JUGOSLOVENSKA KRZNARSKA INDUSTRIJA, INDIJA

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A: KNITWEAR AND FUR INDUSTRY

B: TO BUILD NEW CAPACITY FOR PRODUCTION OF ARTIFICIAL FURS (JOINT VENTURE AND 50 PERCENT CREDIT).

C: HAS AND WOULD LIKE TO STRENGTHEN CONTACT WITH COLLINS EICHMAN EXPORT CORPORATION, DILE APPAREL LINE, NEW YORK. PRESENT CONTACT ESTABLISHED THROUGH BELGRADE FOREIGN TRADE COMPANY INTEREXPORT, NEW YORK OFFICE.

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XMB-04 OPIC-06 SP-02 CIEP-02 LAB-04 SIL-01 OMB-01

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R 250827Z JUL 75

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 3623

INFO AMCONSUL ZAGREB UNN

UNCLAS SECTION 2 OF 2 BELGRADE 3859

PANONIJA ZAVODI ZA PLASTIKU, AMBALAZU I GRAFIKU, SUBOTICA

A: PACKAGING MATERIALS AND CONTAINERS WITH GRAPHIC SERVICES

B: COMPLETE RECONSTRUCTION OF EXISTING CAPACITIES BASED ON
POLYETHYLENE, POLYPROPYLENE AND POLYAMIDES; AND CONSTRUCTION
OF NEW FACILITIES FOR PRODUCTION OF ALUMINUM FOIL PACKAGING
(IMPORT OF EQUIPMENT ON CREDIT).

JUGOALAT, NOVI SAD

A: TOOL MANUFACTURER

B: EXPANSION OF PRODUCTION OF OVAL MILLING TOOLS AND NEEDLES
ON BASIS OF AN EXISTING FEASIBILITY STUDY.

INEX SENCANKA TEKSTILNA INDUSTRIJA

A: TEXTILE MANUFACTURER

B: PLANNING TO CONSTRUCT A NEW FACTORY FOR PRODUCTION OF
ARTIFICIAL LEATHER AND SUEDE (JOINT VENTURE IN PRODUCTION AND
MARKETING).

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C: AERFAB, NEW YORK.
IPK SERVO MIHALJ, ZRENJANIN

A: AGRICULTURAL PRODUCTION AND FOOD PROCESSING

B: LICENSING AND EQUIPMENT ON CREDIT FOR PRODUCTION OF: CITRIC ACID FROM SUGAR MOLASSES, GLUTAMINATE ACID AND SODIUM GLUTAMINATE, VEGETABLE/MEAT SEMI-COOKED DISHES MADE UNDER RECIPES SUITABLE FOR THE AMERICAN MARKET, CONFECTIONARY BASED ON VEGETABLE AND MILK FATS, DEXTROSE, COCOA; WHISKEY DISTILLATION BASED ON ETHYL ALCOHOL FERMENTATION.

HEMIJSKA INDUSTRIJA, PANCEVO

A: ORGANIC AND PETROCHEMICAL INDUSTRY

B: FURTHER DEVELOPMENT INCLUDES CONSTRUCTION OF PLANTS FOR PRODUCTION OF NITROGEN COMPOUNDS, SYNTHETIC CAOUTCHOUC, METHANOL, POLYPROPYLENE, POLYVINYLCHLORIDE, AND PROCESSING OF POLYMERS.

C: SEEKING FURTHER U.S. CONTACTS IN THIS FIELD (PRESENT PRODUCTION AND DEVELOPMENT ALREADY INCLUDES SIX U.S. COMPANIES AND MANY BANKS; ALSO SIX U.S. CONSULTING ENGINEERING COMPANIES INVOLVED).

AGROCOOP SLOZENO PREDUZECE, NOVI SAD

A: FRUIT, VEGETABLE AND MEAT PROCESSING; AGRICULTURE

B: WANTS BROAD BUSINESS COOPERATION WITH U.S. FIRMS ON BOTH PRODUCTION AND MARKETING ASPECTS OF ABOVE MENTIONED ACTIVITIES.

IPK VRBAS-CARNEX INDUSTRIJA MESA, VRBAS

A: MEAT PROCESSING

B: JOINT VENTURE IN PRODUCTION OF READY-TO-SERVE DISHES, CANNED SOUPS AND CHILDREN'S FOOD, BUT CARNEX WOULD ACCEPT ANY KIND
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OF PARTICIPATION: JOINT VENTURE, ENGINEERING, SALE OF EQUIPMENT ON CREDIT, ETC.

PK SOMBOR, SOMBOR

A: AGRICULTURAL PRODUCTION AND FOOD PROCESSING

B: CHEMICAL PROCESSING OF CORN FOR HUMAN FOOD; PRODUCTION AND SALE OF SWEET CORN (COLD PROCESSING); PRODUCTION OF SEMI-COOKED DISHES AND MEAT LIOFILIZATION (TECHNOLOGY AND EQUIPMENT)

SKUPSTINA OPSTINE, NOVI SAD

A: NOVI SAD CITY GOVERNMENT

B: TO BUILD A DE LUXE HOTEL ON DANUBLE RIVER (JOINT VENTURE OR CREDIT WITH CONSTRUCTION PROJECT MANAGEMENT).

5. CHAMBER HAS REQUESTED EMBASSY ASSISTANCE IN PREPARATIONS FOR VISIT. CHAMBER OFFICIALS NOW ARRANGING MEETINGS BETWEEN EMBASSY AND DELEGATION MEMBERS TO CLARIFY OBJECTIVES AND INTEREST. EMBASSY WILL PROVIDE FURTHER INFORMATION AND DETAILS BY CABLE WHEN AVAILABLE.

Y. YUGOSLAV EMBASSY IN WASHINGTON HAS BEEN INFORMED OF VISIT. CHAMBER HAS COMMUNICATED WITH AMBASSADOR GRANFIL DIRECTLY AND DOES NOT HAVE NAME OF ACTION OFFICER THERE.

7. ACTION REQUESTED:

A) RECOMMEND THAT YUGOSLAV EMBASSY BE CONTACTED AND THAT PREPARATIONS FOR VISIT BEGIN. RECOMMEND ALSO THAT USYEC BE INFORMED. EMBASSY SUGGESTS USYEC BE ADVISED THAT CONTACTS SHOULD NOT BE LIMITED TO USYEC MEMBERS.

B) REQUEST EMBASSY BE PROVIDED NAME OF WASHINGTON ACTION OFFICER FOR FURNISHING TO VISITING U.S. BUSINESSMEN AND EUROPEAN OFFICES OF U.S. FIRMS.

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TAGS: BEXP, YO
To: STATE
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